

THAT WHICH IS CLAIMED:

1. A system for facilitating the selection of purchasable items by a customer for use in an environs defined by the customer, the system comprising:

5 a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element also is capable of receiving data representing the environs and data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of generating and displaying a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer so that the customer can  
10 visualize the at least one selected purchasable item in the environs.

2. A system according to Claim 1 wherein said processing element is capable of proposing a template for at least one environs to the customer for selection by the customer.

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3. A system according to Claim 2 wherein the at least one environs is selected from the group consisting of a kitchen, a bathroom, a room, and an exterior space.

20 4. A system according to Claim 1 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

25 5. A system according to Claim 1 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

6. A system according to Claim 1 wherein said processing element is further capable of receiving data representing at least one customer preference, said processing element also is capable of storing data representing a first set of purchasable items, said processing element also is capable of proposing a second set of purchasable items to the customer for selection by the customer, and wherein said processing element is further capable of filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

7. A system according to Claim 1 wherein said processing element is further capable of proposing a first set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the first set of purchasable items, said processing element being further capable of proposing a second set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

8. A system according to Claim 1 wherein said processing element is further capable of communicating data representing the at least one purchasable item selected by the customer to a vendor.

9. A system according to Claim 1 wherein said processing element is further capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, said  
5 processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the  
10 at least one configurable purchasable item selected by the customer to a vendor.

10. A system according to Claim 1 wherein said processing element is further capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data  
15 representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

20 11. A system according to Claim 1 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

25 12. A system according to Claim 1 wherein said processing element is further capable of prompting a customer representative to contact the customer based at least in part upon the data received representing the at least one purchasable item selected by the customer.

13. A system according to Claim 1 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and  
5 data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at least two customers.

14. A system for facilitating the selection of purchasable items by a customer,  
10 the system comprising:

a processing element capable of receiving data representing at least one customer preference, said processing element also is capable of storing data representing a first set of purchasable items, said processing element also is capable of proposing a second set of purchasable items to the customer for selection by the customer, and wherein said  
15 processing element is further capable of filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

15. A system according to Claim 14 wherein the first set of purchasable items  
20 comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

16. A system according to Claim 14 wherein the first set of purchasable items  
25 comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

17. A system according to Claim 14 wherein said processing element is further capable of proposing a first set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the first set of purchasable items, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items and the at least one customer preference.

18. A system according to Claim 14 wherein said processing element is capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element is further capable of communicating data representing the at least one purchasable item selected by the customer to a vendor.

19. A system according to Claim 14 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

20. A system according to Claim 14 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

21. A system according to Claim 14 wherein said processing element is capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

22. A system according to Claim 14 wherein said processing element is capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

23. A system according to Claim 14 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at least two customers.

24. A system for facilitating the selection of purchasable items by a customer, the system comprising:

a processing element capable of proposing a first set of purchasable items to the customer for selection by the customer, said processing element being capable of  
5 receiving data representing at least one purchasable item selected by the customer from the first set of purchasable items, said processing element being further capable of proposing a second set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items,  
10 and wherein said processing element generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

25. A system according to Claim 24 wherein at least one of the first and  
15 second sets of purchasable items comprises products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

26. A system according to Claim 24 wherein at least one of the first and  
20 second sets of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

27. A system according to Claim 24 wherein said processing element is  
25 further capable of communicating data representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items to a vendor.

28. A system according to Claim 24 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing  
5 element being capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 29. A system according to Claim 24 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing  
15 element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

30. A system according to Claim 24 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site  
20 measurement for the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

31. A system according to Claim 24 wherein said processing element is further capable of prompting a customer representative to contact the customer based  
25 upon the data received representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.



32. A system according to Claim 24 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at least two customers.

33. A system for facilitating the selection of purchasable items by a customer and ordering of the selected purchasable items from a vendor, the system comprising:  
a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the at least one purchasable item selected by the customer to the vendor.

34. A system according to Claim 33 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

35. A system according to Claim 33 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

36. A system according to Claim 33 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being  
5 capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 37. A system according to Claim 33 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

15 38. A system according to Claim 33 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

20 39. A system according to Claim 33 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

25 40. A system according to Claim 33 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said  
30 processing element is further capable of comparing the at least one sales variable for at least two customers.

41. A system for facilitating the selection of configurable purchasable items by a customer and the manufacture of selected configurable purchasable items by a vendor, the system comprising:

5 a processing element capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being capable of receiving data representing the specifications  
10 for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to the vendor.

15 42. A system according to Claim 41 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

20 43. A system according to Claim 41 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

25 44. A system according to Claim 41 wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

45. A system according to Claim 41 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

5 46. A system according to Claim 41 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one configurable purchasable item selected by the customer.

10 47. A system according to Claim 41 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said  
15 processing element is further capable of comparing the at least one sales variable for at least two customers.

48. A system for facilitating the selection of configurable purchasable items by a customer and the provision of service by an in-store customer representative, the  
20 system comprising:

a processing element capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an  
25 appointment for the customer with the in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

49. A system according to Claim 48 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances,  
30 flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

50. A system according to Claim 48 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

5 51. A system according to Claim 48 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

10 52. A system according to Claim 48 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

15 53. A system according to Claim 48 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at  
20 least two customers.

54. A system for facilitating the selection of purchasable items by a customer, the system comprising:

25 a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of scheduling at least one of the installation of and on-site measurement for the at least one purchasable item selected by the customer.

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55. A system according to Claim 54 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

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56. A system according to Claim 54 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10 57. A system according to Claim 54 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

15 58. A system according to Claim 54 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said  
20 processing element is further capable of comparing the at least one sales variable for at least two customers.

59. A system for facilitating the management of sales opportunities for purchasable items offered to a customer, the system comprising:

25 a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at  
30 least one purchasable item selected by the customer.

60. A system according to Claim 59 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

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61. A system according to Claim 59 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10 62. A system according to Claim 59 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said  
15 processing element is further capable of comparing the at least one sales variable for at least two customers.

63. A system for facilitating the management of sales opportunities for purchasable items offered to customers, the system comprising:

20 a processing element capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales  
25 variable for at least two customers.

64. A system according to Claim 63 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall  
30 coverings, cabinetry, and shelving.

65. A system according to Claim 63 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

5 66. A computer program product for facilitating the selection of purchasable items by a customer for use in an environs defined by the customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

10 an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing the environs and data representing at least one purchasable item selected by the customer, and wherein said executable portion generates a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the  
15 customer so that the customer can visualize the selected purchasable items in the environs.

67. A computer program product according to Claim 66 wherein said  
20 executable portion proposes a template for at least one environs to be selected by the customer.

68. A computer program product according to Claim 67 wherein the at least  
25 one environs is selected from the group consisting of a kitchen, a bathroom, a room, and an exterior space.

69. A computer program product according to Claim 66 wherein the  
30 purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.



70. A computer program product according to Claim 66 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

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71. A computer program product according to Claim 66 wherein said executable portion receives data representing at least one customer preference, said executable portion receives data representing a first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for  
10 selection by the customer, and wherein said executable portion filters the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

72. A computer program product according to Claim 66 wherein said  
15 executable portion proposes a first set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one  
20 purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

25 73. A computer program product according to Claim 66 wherein said executable portion communicates data representing the at least one purchasable item selected by the customer to a vendor.

74. A computer program product according to Claim 66 wherein said executable portion proposes a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

75. A computer program product according to Claim 66 wherein said executable portion proposes a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and wherein said executable portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

76. A computer program product according to Claim 66 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

77. A computer program product according to Claim 66 wherein said executable portion prompts a customer representative to contact the customer based at least in part upon the data received representing the at least one purchasable item selected by the customer.

78. A computer program product according to Claim 66 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

79. A computer program product for facilitating the selection of purchasable items by a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

an executable portion for receiving data representing at least one customer preference, said executable portion receives data representing a first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, and wherein said executable portion filters the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

80. A computer program product according to Claim 79 wherein the first set of purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

81. A computer program product according to Claim 79 wherein the first set of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

82. A computer program product according to Claim 79 wherein said executable portion proposes a first set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the first set of purchasable items, said  
5 executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items and the at least one customer preference.

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83. A computer program product according to Claim 79 wherein said executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion communicates data representing the at least one purchasable item selected by the  
15 customer to a vendor.

84. A computer program product according to Claim 79 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said executable portion receives data representing at least one configurable purchasable item  
20 selected by the customer, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one  
25 configurable purchasable item selected by the customer to a vendor.

85. A computer program product according to Claim 79 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and wherein said executable portion schedules an appointment  
5 for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

86. A computer program product according to Claim 79 wherein said executable portion receives data representing at least one purchasable item selected by  
10 the customer from the second set of purchasable items, and wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

87. A computer program product according to Claim 79 wherein said  
15 executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

88. A computer program product according to Claim 79 wherein said  
20 executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one  
25 sales variable for at least two customers.

89. A computer program product for facilitating the selection of purchasable items by a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

an executable portion for proposing a first set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

90. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

91. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

92. A computer program product according to Claim 89 wherein said executable portion communicates data representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items to a vendor.

93. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable  
5 portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 94. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and wherein said executable  
15 portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

95. A computer program product according to Claim 89 wherein said  
20 executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

96. A computer program product according to Claim 89 wherein said  
25 executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

97. A computer program product according to Claim 89 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

98. A computer program product for facilitating the selection of purchasable items by a customer and ordering of the selected purchasable items from a vendor, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer, and wherein said executable portion communicates data representing the at least one purchasable item selected by the customer to the vendor.

99. A computer program product according to Claim 98 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

100. A computer program product according to Claim 98 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.



101. A computer program product according to Claim 98 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives  
5 data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 102. A computer program product according to Claim 98 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, and wherein said executable portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected  
15 by the customer.

103. A computer program product according to Claim 98 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

20 104. A computer program product according to Claim 98 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

25 105. A computer program product according to Claim 98 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

106. A computer program product for facilitating the selection of configurable purchasable items by a customer and the manufacture of selected configurable purchasable items by a vendor, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

an executable portion for proposing a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to the vendor.

107. A computer program product according to Claim 106 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

108. A computer program product according to Claim 106 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

109. A computer program product according to Claim 106 wherein said executable portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

110. A computer program product according to Claim 106 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

5 111. A computer program product according to Claim 106 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one configurable purchasable item selected by the customer.

10 112. A computer program product according to Claim 106 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one  
15 sales variable for at least two customers.

113. A computer program product for facilitating the selection of configurable purchasable items by a customer and the provision of service by an in-store customer representative, the computer program product comprising a computer-readable storage  
20 medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

an executable portion for proposing a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and  
25 wherein said executable portion schedules an appointment for the customer with the in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

114. A computer program product according to Claim 113 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

5

115. A computer program product according to Claim 113 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10

116. A computer program product according to Claim 113 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

15

117. A computer program product according to Claim 113 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

20

118. A computer program product according to Claim 113 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

25

119. A computer program product for facilitating the selection of purchasable items by a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer, and wherein said executable portion schedules at least one of the installation of and on-site measurement for the at least one purchasable item selected by the customer.

10 120. A computer program product according to Claim 119 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15 121. A computer program product according to Claim 119 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20 122. A computer program product according to Claim 119 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

25 123. A computer program product according to Claim 119 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one  
30 sales variable for at least two customers.

124. A computer program product for facilitating the management of sales opportunities for purchasable items offered to a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer, and wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

10 125. A computer program product according to Claim 124 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15 126. A computer program product according to Claim 124 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20 127. A computer program product according to Claim 124 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales  
25 variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

128. A computer program product for facilitating the management of sales opportunities for purchasable items offered to customers, computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

10 129. A computer program product according to Claim 128 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15 130. A computer program product according to Claim 128 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20 131. A method for facilitating the selection of purchasable items by a customer for use in an environs defined by the customer, the method comprising:

proposing a plurality of purchasable items to the customer for selection by the customer;

25 receiving electronically data representing the environs and data representing at least one purchasable item selected by the customer;

generating a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer; and

30 displaying a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer so that the customer can visualize the at least one selected purchasable item in the environs.

132. A method according to Claim 131 further comprising proposing a template for at least one environs to the customer for selection by the customer.

133. A method according to Claim 131 wherein the at least one environs is  
5 selected from the group consisting of a kitchen, a bathroom, a room, and an exterior space.

134. A method according to Claim 131 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking,  
10 lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

135. A method according to Claim 131 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services,  
15 installation services, maintenance services and warranty services.

136. A method according to Claim 131 further comprising:  
receiving electronically data representing at least one customer preference;  
storing data representing a first set of purchasable items;  
20 proposing a second set of purchasable items to the customer for selection by the customer; and

filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

25



137. A method according to Claim 131 further comprising:  
proposing a first set of purchasable items to the customer for selection by the  
customer;  
receiving electronically data representing at least one purchasable item selected  
5 by the customer from the first set of purchasable items;  
proposing a second set of purchasable items to the customer for selection by the  
customer;  
receiving electronically data representing at least one purchasable item selected  
by the customer from the second set of purchasable items; and  
10 generating the second set of purchasable items based at least in part upon the at  
least one purchasable item selected by the customer from the first set of purchasable  
items.

138. A method according to Claim 131 further comprising communicating  
15 electronically data representing the at least one purchasable item selected by the customer  
to a vendor.

139. A method according to Claim 131 further comprising:  
proposing a plurality of configurable purchasable items to the customer for  
20 selection by the customer;  
receiving electronically data representing at least one configurable purchasable  
item selected by the customer;  
soliciting from the customer specifications for the at least one configurable  
purchasable item selected by the customer;  
25 receiving electronically data representing the specifications for the at least one  
configurable purchasable item selected by the customer; and  
communicating electronically data representing the specifications for the at least  
one configurable purchasable item selected by the customer to a vendor.

30

140. A method according to Claim 131 further comprising:  
proposing a plurality of configurable purchasable items to the customer for  
selection by the customer;  
receiving electronically data representing at least one configurable purchasable  
5 item selected by the customer; and  
scheduling an appointment for the customer with an in-store customer  
representative relating to the at least one configurable purchasable item selected by the  
customer.

10 141. A method according to Claim 131 further comprising scheduling at least  
one of the delivery of, installation of and on-site measurement for the at least one  
purchasable item selected by the customer.

15 142. A method according to Claim 131 further comprising prompting a  
customer representative to contact the customer based at least in part upon the data  
received representing the at least one purchasable item selected by the customer.

143. A method according to Claim 131 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
20 by the customers;  
receiving electronically data representing at least one purchasable item selected  
by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer; and  
25 comparing the at least one sales variable for at least two customers.

144. A method for facilitating the selection of purchasable items by a customer, the method comprising:

storing electronically data representing a first set of purchasable items;

receiving electronically data representing at least one customer preference;

5       proposing a second set of purchasable items to the customer for selection by the customer; and

filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

10       145. A method according to Claim 144 wherein the first set of purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15       146. A method according to Claim 144 wherein the first set of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

147. A method according to Claim 144 further comprising:

20       proposing a first set of purchasable items to the customer for selection by the customer;

receiving electronically data representing at least one purchasable item selected by the customer from the first set of purchasable items;

25       receiving electronically data representing at least one purchasable item selected by the customer from the second set of purchasable items; and

generating the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items and the at least one customer preference.

30

148. A method according to Claim 144 further comprising:  
receiving electronically data representing at least one purchasable item selected  
by the customer from the second set of purchasable items; and  
communicating electronically data representing the at least one purchasable item  
5 selected by the customer to a vendor.

149. A method according to Claim 144 further comprising:  
receiving electronically data representing at least one configurable purchasable  
item selected by the customer;  
10 soliciting from the customer specifications for the at least one configurable  
purchasable item selected by the customer;  
receiving electronically data representing the specifications for the at least one  
configurable purchasable item selected by the customer; and  
communicating electronically data representing the specifications for the at least  
15 one configurable purchasable item selected by the customer to a vendor.

150. A method according to Claim 144 further comprising:  
receiving electronically data representing at least one configurable purchasable  
item selected by the customer; and  
20 scheduling an appointment for the customer with an in-store customer  
representative relating to the at least one configurable purchasable item selected by the  
customer.

151. A method according to Claim 144 further comprising:  
25 receiving electronically data representing at least one purchasable item selected  
by the customer from the second set of purchasable items; and  
scheduling at least one of the delivery of, installation of and on-site measurement  
for the at least one purchasable item selected by the customer.

30

152. A method according to Claim 144 further comprising:  
receiving electronically data representing at least one purchasable item selected  
by the customer from the second set of purchasable items; and  
prompting a customer representative to contact the customer based upon the data  
5 received representing the at least one purchasable item selected by the customer.

153. A method according to Claim 144 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
by the customers;  
10 receiving electronically data representing at least one purchasable item selected  
by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

154. A method for facilitating the selection of purchasable items by a customer,  
the method comprising:

proposing a first set of purchasable items to the customer for selection by the  
customer;

20 receiving electronically data representing at least one purchasable item selected  
by the customer from the first set of purchasable items;

proposing a second set of purchasable items to the customer for selection by the  
customer;

25 receiving electronically data representing at least one purchasable item selected  
by the customer from the second set of purchasable items; and

generating the second set of purchasable items based at least in part upon the at  
least one purchasable item selected by the customer from the first set of purchasable  
items.

155. A method according to Claim 154 wherein at least one of the first and second sets of purchasable items comprises products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

5

156. A method according to Claim 154 wherein at least one of the first and second sets of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10

157. A method according to Claim 154 further comprising communicating electronically data representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items to a vendor.

15

158. A method according to Claim 154 further comprising:  
soliciting from the customer specifications for at least one configurable purchasable item selected by the customer;  
receiving electronically data representing the specifications for the at least one configurable purchasable item selected by the customer; and  
communicating electronically data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

20

159. A method according to Claim 154 further comprising:  
receiving electronically data representing at least one configurable purchasable item selected by the customer; and  
scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

25

30

160. A method according to Claim 154 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

5

161. A method according to Claim 154 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

10

162. A method according to Claim 154 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection by the customers;  
receiving electronically data representing at least one purchasable item selected  
15 by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

20

163. A method for facilitating the selection of purchasable items by a customer and ordering of the selected purchasable items from a vendor, the method comprising:

proposing a plurality of purchasable items to the customer for selection by the customer;

receiving electronically data representing at least one purchasable item selected  
25 by the customer; and

communicating electronically data representing the at least one purchasable item selected by the customer to the vendor.

164. A method according to Claim 163 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

5

165. A method according to Claim 163 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10

166. A method according to Claim 163 further comprising:  
soliciting from the customer specifications for at least one configurable purchasable item selected by the customer;  
receiving electronically data representing the specifications for the at least one configurable purchasable item selected by the customer; and  
15 communicating electronically data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

15

167. A method according to Claim 163 further comprising scheduling an appointment for the customer with an in-store customer representative relating to the at  
20 least one configurable purchasable item selected by the customer.

20

168. A method according to Claim 163 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

25

169. A method according to Claim 163 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

30



170. A method according to Claim 163 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
by the customers;

receiving electronically data representing at least one purchasable item selected  
5 by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

10 171. A method for facilitating the selection of configurable purchasable items  
by a customer and the manufacture of selected configurable purchasable items by a  
vendor, the method comprising:

proposing a plurality of configurable purchasable items to the customer for  
selection by the customer;

15 receiving electronically data representing at least one configurable purchasable  
item selected by the customer;

soliciting from the customer specifications for the at least one configurable  
purchasable item selected by the customer;

receiving electronically data representing the specifications for the at least one  
20 configurable purchasable item selected by the customer; and

communicating electronically data representing the specifications for the at least  
one configurable purchasable item selected by the customer to the vendor.

172. A method according to Claim 171 wherein the configurable purchasable  
25 items comprise products selected from the group consisting of furniture, appliances,  
flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors,  
windows, paint, wall coverings, cabinetry, and shelving.

173. A method according to Claim 171 wherein the configurable purchasable  
30 items comprise services selected from the group consisting of design services, measuring  
services, installation services, maintenance services and warranty services.

174. A method according to Claim 171 further comprising scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

5

175. A method according to Claim 171 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

10

176. A method according to Claim 171 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one configurable purchasable item selected by the customer.

15

177. A method according to Claim 171 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection by the customers;  
receiving electronically data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

20

178. A method for facilitating the selection of configurable purchasable items by a customer and the provision of service by an in-store customer representative, the method comprising:

proposing a plurality of configurable purchasable items to the customer for  
5 selection by the customer;

receiving electronically data representing at least one configurable purchasable item selected by the customer; and

scheduling an appointment for the customer with the in-store customer representative relating to the at least one configurable purchasable item selected by the  
10 customer.

179. A method according to Claim 178 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors,  
15 windows, paint, wall coverings, cabinetry, and shelving.

180. A method according to Claim 178 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20

181. A method according to Claim 178 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

25 182. A method according to Claim 178 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

183. A method according to Claim 178 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
by the customers;

receiving electronically data representing at least one purchasable item selected  
5 by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

10 184. A method for facilitating the selection of purchasable items by a customer,  
the method comprising:

proposing a plurality of purchasable items to the customer for selection by the  
customer;

receiving electronically data representing at least one purchasable item selected  
15 by the customer; and

scheduling at least one of the installation of and on-site measurement for the at  
least one purchasable item selected by the customer.

185. A method according to Claim 184 wherein the purchasable items comprise  
20 products selected from the group consisting of furniture, appliances, flooring, decking,  
lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall  
coverings, cabinetry, and shelving.

186. A method according to Claim 184 wherein the purchasable items comprise  
25 services selected from the group consisting of design services, measuring services,  
installation services, maintenance services and warranty services.

187. A method according to Claim 184 further comprising prompting a  
customer representative to contact the customer based upon the data received  
30 representing the at least one purchasable item selected by the customer.

188. A method according to Claim 184 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
by the customers;

receiving electronically data representing at least one purchasable item selected  
5 by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer;  
comparing the at least one sales variable for at least two customers.

10 189. A method for facilitating the management of sales opportunities for  
purchasable items offered to a customer, the method comprising:

proposing a plurality of purchasable items to the customer for selection by the  
customer;

receiving electronically data representing at least one purchasable item selected  
15 by the customer; and

prompting a customer representative to contact the customer based upon the data  
received representing the at least one purchasable item selected by the customer.

190. A method according to Claim 189 wherein the purchasable items comprise  
20 products selected from the group consisting of furniture, appliances, flooring, decking,  
lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall  
coverings, cabinetry, and shelving.

191. A method according to Claim 189 wherein the purchasable items comprise  
25 services selected from the group consisting of design services, measuring services,  
installation services, maintenance services and warranty services.

192. A method according to Claim 189 further comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
by the customers;

5 receiving electronically data representing at least one purchasable item selected  
by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

10 193. A method for facilitating the management of sales opportunities for  
purchasable items offered to customers, the method comprising:  
proposing a plurality of purchasable items to a plurality of customers for selection  
by the customers;

15 receiving electronically data representing at least one purchasable item selected  
by each customer and data representing at least one sales variable for each customer;  
storing electronically data representing at least one purchasable item selected by  
each customer and data representing at least one sales variable for each customer; and  
comparing the at least one sales variable for at least two customers.

20 194. A method according to Claim 193 wherein the purchasable items comprise  
products selected from the group consisting of furniture, appliances, flooring, decking,  
lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall  
coverings, cabinetry, and shelving.

25 195. A method according to Claim 193 wherein the purchasable items comprise  
services selected from the group consisting of design services, measuring services,  
installation services, maintenance services and warranty services.